



Fariz Aliyev

Business Development Specialist

Intelligence, Confidence and Determination makes everything possible!



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23 October, 1985



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LANGUAGES

Azerbaijani



English



Russian



Chinese



Turkish



SKILLS

Computer Skills:
Windows/Mac, MS Office
programs;

Analytic Research works

International Logistics
Operations

Operations & Supply
Chain Management

New Business
Development

Project planning and
management

EDUCATION

MBA (Tsinghua-ESADE Exchange Program)

Esade Business School

09/2012 - 03/2013

Barcelona, Spain

MIT Sloan-Tsinghua University MBA Program

Tsinghua University, School of Economics and Management

09/2011 - 06/2013

Beijing, PRC

Achievement

- top 5% of the group

Masters Degree Program in International Business

BLCU International Business School

09/2009 - 06/2011

Beijing, PRC

Achievement

- top 5% of the group

Bachelors Degree, Special Talented Groups, BBA Program

Azerbaijan State Economics University, faculty of IER

09/2002 - 06/2006

Baku, Azerbaijan

Achievement

- Diploma Distinction

Secondary Education

Secondary School No. 54 named after A.Shaig

09/1992 - 06/2002

Baku, Azerbaijan

Achievement

- Certificate of Distinction

AWARDS & ACCOMPLISHMENTS

- Tsinghua SEM Student Ambassadors Program (SAP), Management Board (09/2011 - 09/2012)

Advisory Board, Tsinghua School of Economics & Management

- "First Degree Diploma", Nationwide composition contest (06/2001)

Presented by M. Mardanov, Minister of Education

- Contest dedicated to the 10th anniversary of the liberty of the Azerbaijan Republic.

Best Student of the Year (06/2000)

Presented by the Ministry of Education

- Nationwide contest among the secondary school students on general knowledge

- "First Degree Diploma", Nationwide Math Olimpiad (04/2001)

Presented by the Ministry of Education

HSK-8 Chinese Language Proficiency Upper Intermediate level Certificate (06/2008)

Ministry of Education, PRC

Beijing City Municipality Scholarship (06/2009)

Beijing City Municipality, Education Department

- Full scholarship prize to cover graduate program tuition, being top 10 among 20000 international students

- "Budgeting and Business Planning" Diploma (03/2006)

G&R Business Services

- Financial Planning and Resource Management

SKILLS

National transport strategy

Leadership & Team Management

Conceptual and practical skills on Branding & Positioning

Driving Licences: Azerbaijan, UAE, PRC

INTERESTS

E-commerce & Digital Marketing

Chess

Detectives

Fiction Novels

Business Books

HBR business case studies

Global economic trends

Public administration and community management

Digital Technologies

Cto? Gde? Kogda? intellectual games club

WORK EXPERIENCE

Head of the Department Ministry of Digital Development and Transport

01/2023 - Present

Transport Policy Department

Projects Involved

- Mobility Transformation Project
- Electric vehicles' integration to the national transport system
- World Bank LPI Index: Azerbaijan's reinclusion in the report
- Active representation in international organizations and bilateral cooperation platforms
- Assessment of Common Aviation Area Agreement for liberalization of air transport
- Revival of Azerbaijan-PRC relationships, MOU on the development of TITR for the China-Europe Railway Express
- Development of the Middle Corridor's potential

Baku, Azerbaijan

Secretary

The Coordinating Council on Transit Freight of the Republic of Azerbaijan

03/2023 - Present

Ongoing initiatives & tasks

- Digital Transport-Logistics information system: inception and participation
- Data analytics and reporting: Transit data processing & Dashboard design
- Action Plan 2024-2026 on increasing the transit potential of international transport corridors passing through the territory of Azerbaijan
- Simulation model on the Middle Corridor to enhance forecasting and process management
- UN/CEFACT standards on documentation, border-crossing simplification and harmonization of procedures.
- Interim and annual reports on transit volumes and prospects of the corridors

Head of the Department

Ministry of Agriculture of the Republic of Azerbaijan

06/2022 - 01/2023

Department of Work with farmers, associations and cooperatives

Achievements/Tasks

- Establishment of new associations and supporting the current ones
- Bridging the farmers with the ministry and other entities for advocating their interests
- Supporting female farmers in their business endeavors
- Portal management for farmers' seasonal transfer to the liberated territories
- Organization of harvest festivals to motivate the farmers in different regions
- New model initiative: Agency for Agrarian Cooperatives with specific stimulus policy to empower the farmers and encourage united activities in agriculture

Baku, Azerbaijan

Director's Adviser

Azeragro State Production and Processing Unity LLC

05/2021 - 05/2022

Achievements/Tasks

- Reorganization of resources and company management structure for more efficient operations;
- Application systematic approach for operations in central administrative office and regional branches;
- Creation goal oriented and performance based work environment within the company;
- Initiated the implementation of animal husbandry monitoring program, improving efficiency in cattle breeding significantly;
- Organization of dairy and meat products' processing activities from scratch: Introducing "TEBIO" brand;
- Supported the team for successful participation in Caspian Agro fair 2022, received great feedback from the visitors and generated organic sales leads for future cooperation;

Baku, Azerbaijan

WORK EXPERIENCE

Secretary Agro Advisory Council

06/2022 - 01/2023

Achievements/Tasks

- Organization of regular council meetings with the participation of key stakeholders
- Raising the major concerns of the sector and farmers to be discussed
- Active participation in policy-making with the members by drawing attention to the key issues
- Scholarship program for the students of Agrarian University

Regional Manager Bergamo Azerbaijan

06/2018 - 04/2021

Consumer Electronics Retail Chain

Baku office, Azerbaijan

Business Development Director, co-partner ÖZCE Group General Trading LLC

03/2015 - 05/2018

Fruits & vegetables, auto spare parts, consumer electronics

Dubai office, UAE

Co-founder & Director Altus Global Logistics LTD

02/2013 - 01/2015

International Logistics and Supply Chain Solutions

Baku, Hong Kong

Client Development Manager, Commercial Department Jungle Global Logistics, subsidiary of Maersk Line Limited

01/2011 - 06/2012

Global Logistics Operations

Beijing office, PRC

Foreign Trade Manager Eurolux International Co. LTD.

08/2006 - 12/2010

Consumer Electronics Goods' Production and Wholesale

Beijing office, PRC

Financial Director, Accountant Müller Interior LLC

01/2005 - 06/2006

Office furniture production and distribution

Baku, Azerbaijan

KEY COMPETENCES

- More than 8 years of international life and work experience;
- Extensive research in the field of international logistics operations;
- Deep understanding of the global business world and dynamics of different markets;
- Ability to create systems to embrace the steps towards the vision and strategy, evaluate the processes, optimize the elements and re-apply for better results;
- Solid experience in competitive analysis, global marketing, operations' management, marketing strategy and positioning strategies;
- Project management of more than 30 products' development to suit target markets;
- Great sales performance through profound market research and impeccable customer services: fostered and maintained great customer relationships to serve the surge in sales;

KEY COMPETENCES

- Achieving great results through encouraging healthy work environment and creating highly motivated team;
- Goal-driven personality pursuing perfection in individual work as well as group projects;
- Outgoing, motivated team player with global mindset, easy to adapt to a dynamic work environment;
- Loyal staff dedicated to accomplishment of corporate-level goals rather than short-term personal benefits;